

PAPER MERCHANT SALES REPORT - NPTA - March

1991

A8140-1

Regions	Sales Per	Selling Day	Changes	Month End		Inventory	
	03/91 to 03/90	03/91 to 02/91	YTD 1991 to 1990	AR Days 03/90	AR Days 03/91	Days (End) 03/90	Days (End) 03/91
INDUSTRIAL							
Region 1	24.9	3.1-	10.5	41	42	58	57
Region 2	2.9-	.0	1.5-	36	38	60	59
Region 3	6.7-	.7-	2.6-	35	37	58	64
Region 4	3.5-	1.8-	.3-	37	38	57	59
Region 5	6.0	3.7	4.8	35	34	60	59
Region 6	4.8-	6.5	6.7-	41	42	74	65
Region 7	12.6	5.4	6.9	34	35	60	60
Region 8	3.8-	.9-	1.4-	35	37	69	59
Region 9	.7-	1.7	1.4-	37	36	54	55
NY Metro	4.6-	4.1-	2.5	46	48	**	**
CHI. Metro	12.3-	5.9-	2.8-	39	41	69	57
LA Metro	3.3-	1.6	.7-	43	43	64	63
US	1.3-	.6	.0	37	38	59	59

PRINTING

Region 1	15.3-	2.4-	7.9-	44	45	50	47
Region 2	3.0-	.0	2.6-	41	46	59	63
Region 3	2.3-	1.6-	2.9-	39	41	69	74
Region 4	6.6-	5.3-	1.1-	42	44	60	66
Region 5	4.9	1.2-	5.0	37	39	67	77
Region 6	1.2	.2	1.2	41	41	74	71
Region 7	.2	4.2-	3.7	37	37	62	57
Region 8	6.1	3.1-	.5-	37	38	67	61
Region 9	4.8-	9.9-	2.7	38	34	57	67
NY Metro	2.4-	8.2-	.1	39	41	66	52
CHI. Metro	5.8-	2.3-	3.8-	41	42	61	71
LA Metro	9.0-	3.9-	.0	39	40	76	81
US	2.4-	3.0-	.5-	40	41	65	68

MARCH SALES CHANGES. PRINTING sales show a decrease for the second month in a row. Region 1 shows the greatest year-to-date decrease. INDUSTRIAL sales also show a the second monthly decrease. Interestingly, Region 1 shows the greatest increase this year.

DAYS OUTSTANDING for March show minimal changes from the previous year or from February. **INVENTORY DAYS** are unchanged from February and up slightly from 1990.

** indicates NPTA was unable to calculate valid numbers for a given measure, in this case NY Metro Industrial inventory days.

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NPTA REGIONS

1: CT, ME, MA, NH, RI, & VT

3: AL, FL, GA, NC, SC, TN & VA (Exc. Memphis)

5: CO, IA, KS, MN, MT, NE, ND, SD, & WY

7: AR, LA, MS, OK, & TX (& W. Tenn)

9: AK, ID, OR, & WA

* 2: DE, DC, MD, NJ, NY, & PA

4: KY, OH, MI, & WV

* 6: AZ, CA, HI, NM, NV, & UT

* 8: IL, IN, MO, & WI

NY Metro: New York City, Long Island, & Westchester County - In NJ; Counties of Bergen, Essex, Hudson, Middlesex, Passaic, & Union

Chicago Metro: Chicago and counties of Cook, DuPage, & Lake - In IN; Lake county

LA Metro: Los Angeles and San Diego, counties of Los Angeles, San Diego, Orange, & Ventura, plus parts of Riverside & San Bernardino